# JULIAN MERCER

**ESTHETICIAN**

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## PROFESSIONAL SUMMARY

Licensed Esthetician with 4 years in spa and retail beauty settings. Performs facials, peels, waxing, and skin analysis, builds treatment plans clients follow, and keeps rooms to strict sanitation standards. Combines careful client screening with calm communication to keep skin results realistic and repeat visits steady.

## PROFESSIONAL EXPERIENCE

**Esthetician** Jan 2024 - Present
**Hand & Stone Massage and Facial Spa, Austin, TX**

- Perform about 25 facials and peels per week, keeping the schedule over 90% booked through the month.
- Recommend appropriate peels by Fitzpatrick skin type and update records with each visit, avoiding any adverse reaction reports.
- Share seasonal skin-care tips with new clients and earn a 4.9 average on post-visit guest surveys.
- Build multi-visit treatment plans after skin analysis, and about 60% of new clients return within six weeks.
- Recommend home-care products matched to skin type, contributing roughly 15% of treatment revenue in retail sales.
- Disinfect beds, tools, and rooms between every client and log them nightly, with no state inspection findings.

**Beauty Advisor** Jun 2022 - Dec 2023
**Sephora, Austin, TX**

- Gave skincare consultations to about 15 guests per shift, converting about one in three into a purchase.
- Applied makeup for 8 to 10 guests a week and sold the matching products, boosting average basket value by about 12%.
- Exceeded the monthly skincare sales goal in 8 of 12 months of the prior year.
- Completed product knowledge training on five new launches and taught the floor team key points.

**Waxing Specialist** Jul 2021 - May 2022
**European Wax Center, Round Rock, TX**

- Completed 10 to 12 waxing appointments a day with consistent timing and low client-reported discomfort.
- Cleaned and restocked wax rooms between clients, keeping the schedule on time through weekend peaks.
- Booked the next appointment at checkout for 70% of guests by explaining ideal service intervals.

**Front Desk Coordinator** Jan 2020 - Jun 2021
**Massage Envy, Austin, TX**

- Checked in about 60 guests a day and booked follow-up visits, keeping the appointment book above 85% full.
- Explained membership benefits and signed up about 8 new members a month for the clinic.
- Handled payments and end-of-day deposits accurately and answered phone inquiries within three rings.

## CORE SKILLS

Facials and peels | Skin analysis | Waxing | Treatment planning | Product knowledge | Retail sales | Sanitation and infection control | Client consultation | Microdermabrasion | Rebooking | Appointment scheduling | Contraindication screening

## EDUCATION

**Esthetics Program Certificate**, Aveda Institute Austin, Austin, TX

## CERTIFICATIONS

Texas Esthetician License | Dermalogica Skin Therapist Training